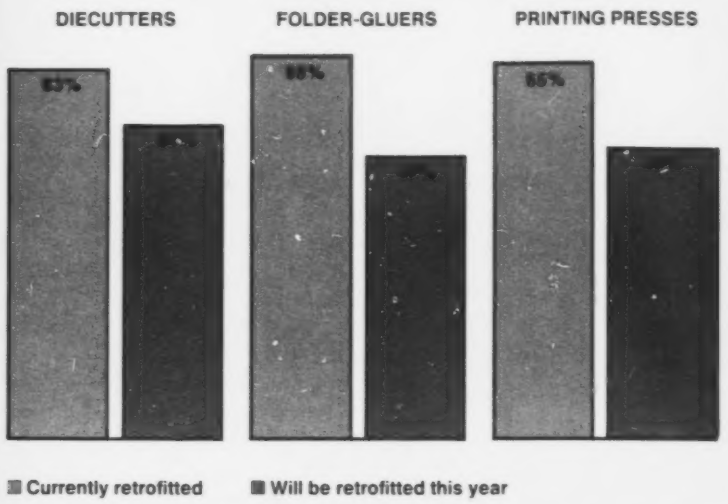
Now think about what percentage of your diecutters, folder-gluers and printing presses are retrofitted currently and what this percentage will be during 1985.



Which of these processes are you currently using?

Hot foil stamping	32%
Embossing	57%
Gold printing	30%

Which of these processes do you plan to either initiate or upgrade during the next 12 months?

Hot foil stamping	46%
Embossing	71%
Gold printing	33%

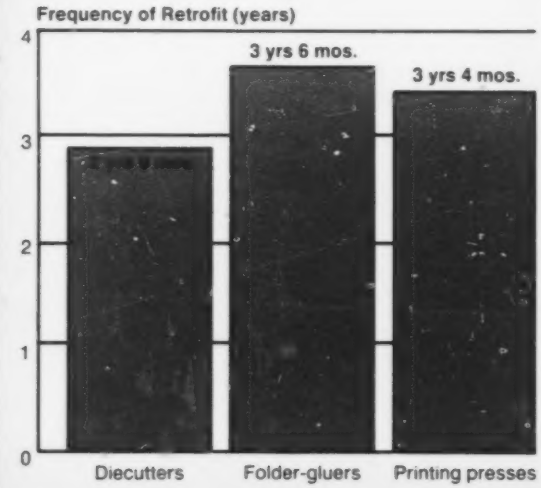
Concerning folder-gluers, how important will the following equipment features be to you as a folding carton converter in 1985?

	Very Important	Somewhat Important	Not Very Important	Not At All Important
Faster set-up	75%	24%	1%	0%
Computerized re-spec	22%	30%	36%	12%
Prevention of jam-ups	55%	35%	8%	2%
Improved feeding systems	64%	27%	7%	2%
Improved take-off systems	51%	34%	13%	2%

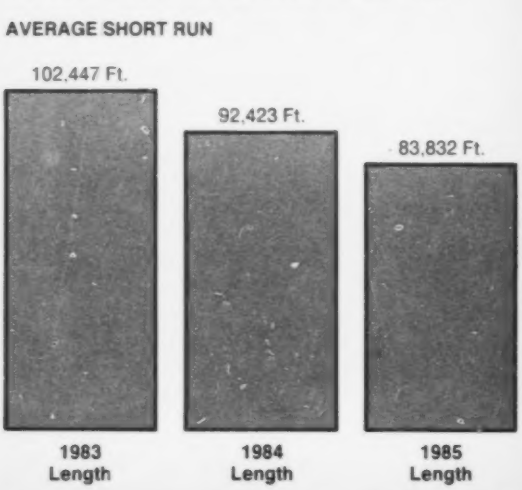
Criteria, numbered in order of importance (scale of 1 to 10, 10 being extremely important, 1 not at all important) on the minds of management figures considering purchase of machinery:

ATTRIBUTES	VALUE
Overall product quality	10
After-sales service	9
Parts availability	9
Accessibility of technical staff	9
Other	9
Price	8
Delivery time	6
Accessibility of sales staff	6

Approximately, how often do you retrofit diecutters, folder-gluers and printing presses?



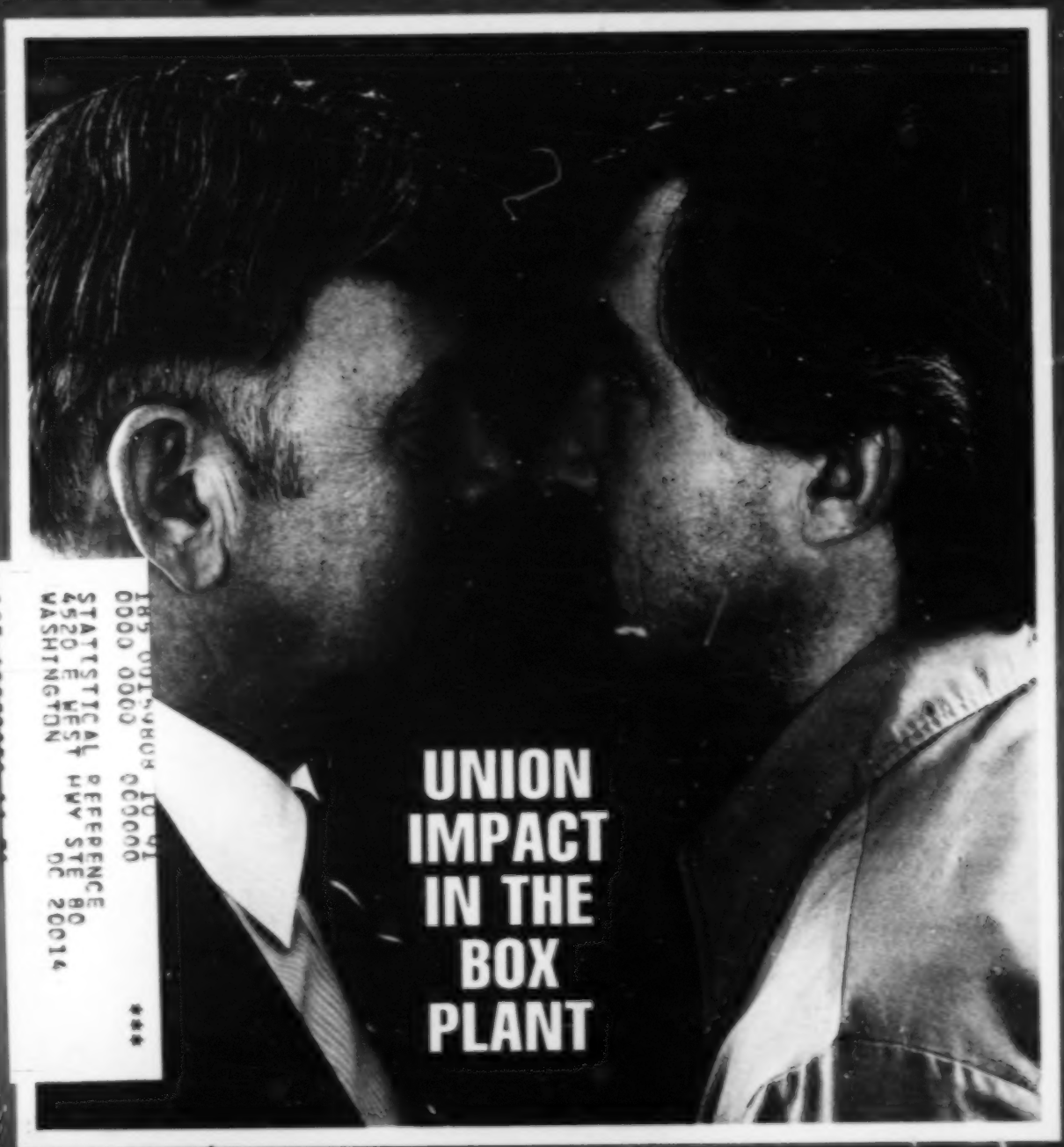
Regarding short runs, what was the average length of your short runs in 1983, 1984, and what do you expect this length to be in 1985? (Answers in linear feet.)



C4390-3

paperboard packaging

MAY 1985 / $2.00



UNION IMPACT IN THE BOX PLANT

STATISTICAL REFERENCE BO
4520 E WEST HWY STE BO
WASHINGTON DC 20014

AN BPI PUBLICATION

paperboard packaging

May 1985, Volume 70, No. 5 ABP VBPA

8 COMMENT
China changes its tune. *Mark Arzoumanian*

10 NEWS
NP&PA powwow/TAPPI group targets linerboard production problems/MSU pupil wins AICC stipend/TAPPI elections, new phone bulletins/Mason Box buys out Sweet/Rock-Tenn enters Florida

18 PERSONAL VIEW
High tech *vs.* smokestack? *Fred Sharring*

18 INDUSTRY STATISTICS
The packaging industry in numbers and charts, market by market

20 DEZEEUW SHOWS PRIDE, INNOVATION
This Dutch box plant is very aware of its reputation as a premier corrugating operation not content merely to preserve the status quo. *Mark Arzoumanian*

33 APPLYING WATER COATINGS OVER OIL INKS
Wet trapping of aqueous coatings in-line on sheetfed offset presses has come a long way. The future of this technology looks promising. *Larry Caughlin*

36 ARE WE GETTING ALONG WITH OUR WORKERS?
Do you crack the whip or pat more butts? For the most part, box plant management has a friendly relationship with its floor crews. *Robert Gitlin*

40 ANILOX ROLLS: MOVING FLEXO INKS TO PLATES
If you're printing flexo, you're using them. But do you go with chrome-plated or ceramic-coated? Metering roll or reverse-angle doctor blade? *Robert Gitlin*

46 WHY NOT A BIGGER SHARE OF THE MARKET?
The services of a professional designer may be the key to getting more folding cartons onto the shelves of warehouses and stores. *May Bender*

50 PLANT TOUR KEYS ON ITALIAN TECHNOLOGY
St. Louis Section TAPPI provided a forum for papers on pressurized single facers, and showed visitors Bennett Paper's very advanced boardmaking/converting operation.

52 TEN YEARS OF STARTLING ACCURACY
A Minneapolis carton plant uses a sturdy, accurate counting machine to satisfy customers wanting long runs but short-count cartons.

52b WORLD NEWS
Agnati finishes sale of third China corrugator/Reed Corrugated now licensee of Containair/New splicing tapes widen their horizons/Finnish mills set record

54 PRODUCT OF THE MONTH
Dertiend rotary diecutter

55 PEOPLE
Promotions, hirings and other human-interest news briefs

60 PRODUCTS & EQUIPMENT
Capsule descriptions and illustrations of the latest offerings

65 INDUSTRY EVENTS
What's happening: exhibitions, seminars, meetings and tours

67 CLASSIFIED ADS
The industry's marketplace

71 AD INDEX
And now a word from our sponsors

72 PUBLISHER'S REPORT
Norman Stone dies

73 READER INQUIRY CARDS
Expand your options by getting the facts.

20 Dutch box plant getting ahead

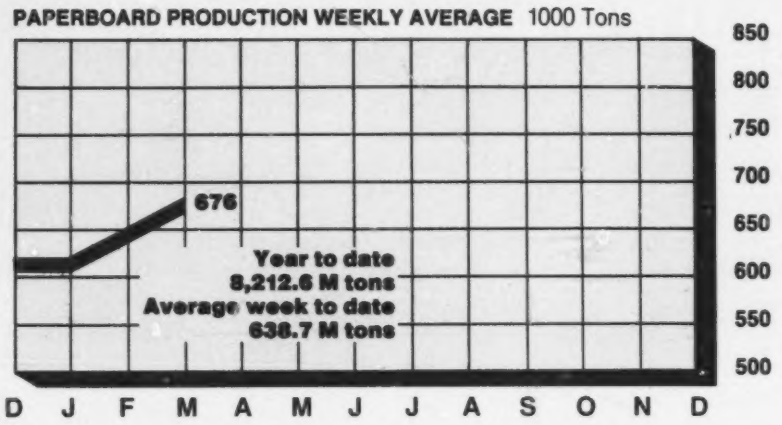
36 Labor/management relations

40 Care and cleaning of anilox rolls

COMING

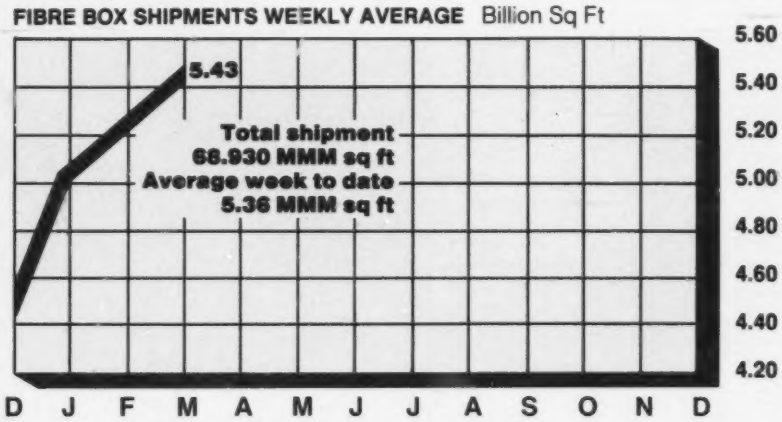
June: Census '85/High-strength boxes/FEFCO/ECMA
July: Industry Forum/Offloading dilemmas
August: Folding carton photo study/Plate mounting

INDUSTRY STATISTICS 1985



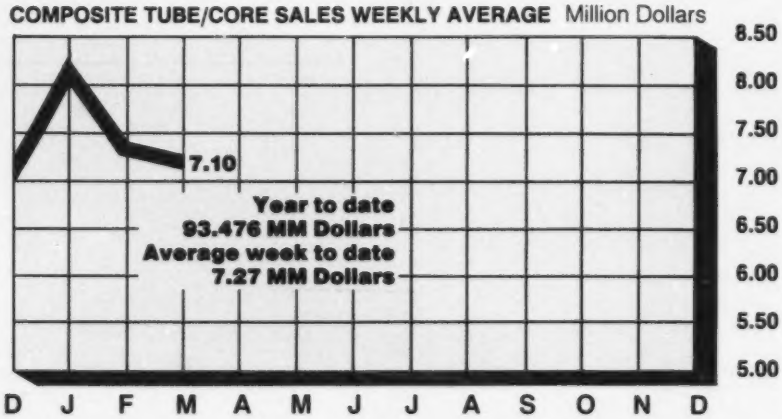
Mill operations

At first-quarter end, 1985's average weekly output was 2.7% below the same-period 1984 tonnage which had been 9.8% above '83, which was 3.5% above '82, compared with a drop of 4.7% in '82 from '81. In March, 2993.5 M tons of production was 3.7% below last year, which had been 2.4% up from '83, which was 3.5% ahead of the 1982 month. At quarter-end the containerboards comprised only 66% of total tonnage—as in earlier years—compared with the near-75% of more-recent years, due to inventory curtailments.



Board production

In March, total tonnage of board output included 2204.3 M of containerboards, down 5% from the '84 month but up 22% in the decade, plus 789.2 M tons of boxboards, down 2.8% from '83 and 15% below '75 volume. These reversals reflect a permanent evolution in solid-board packagings. Boxboard converted products are under successful attack by alternates. But our containerboards are the least costly worldwide, thus demand for them is sustained by major export volume as well as domestic use.



Rigid boxes

Through the first '85 quarter, set-up box business continued to show good response to the general upturn—4% up from '84 billings, which were 12% above '83. Geographical variations remain at an extreme, however, ranging from high double-digit improvements in the Eastern sectors to comparable drops in the Southern sectors. This is the traditional "see-saw" effect from last year, and illustrates boxboard packaging's vulnerability to economic shifts and inroads made by alternate packaging.